



International Research Journal of Multidisciplinary Studies

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Published by
IJRMS
Sr. No. 397, Flat No. 7, 4 Sizan Society,
Bhugaon, Tal. Mulshi, Dist. Pune 412115

Printed by
Anmol Graphics
Flat No.3, Ojas Apartment
Sr.No.57/3B, NR, Morya Vihar, Kothrud, Pune 411038

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ISSN: 2454-8499

Issue
Available at www.irjms.in

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“Business to Business E-Commerce ”

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Abstract -:

Electronic commerce is presently an indispensable ingredient of India's trade facilitation Policy after economic reforms explicitly took place in India as a result of Opening of the global economy with a view to integrate itself with the global economy, the need to facilities international trade both through policy and Procedure reforms has become the foundation stone of India's trade and fiscal policies. The Commercialization of the internet has driven electronic commerce to become one of the most capable channels for inter-organizational business process. although business to business transaction play an important part in e –commerce market, a share of e-commerce revenues in rapidly developing countries like India is generated from business to consumers in the form of availability of goods as lower cost, wide choice and saves time.

Introduction -:

Electronic commerce or e-commerce is said to bring about a paradigm shift in the world of trading . Perdition of virtual shopping malls and how you would never have to step out of your home to buy sell anything are already being made. It can meaning selling data directly from website or offering applications for download after they're purchased online. It could mean paying your bills through your bank account or purchasing or trading stocks online. the coverage of E-commerce is tremendously flexible. The Growth of the internet has been one of the biggest events of the century. All corporations, big or small are represented over the net. their product range of services are accessible to the global market .E-commerce however ,is still in its especially in India. any good business idea can be translate with the help of Internet in to a virtual gold mine. Conducting business on the Internet a great way to disseminate information and work.the Internet is the medium that can really propel e-commerce. In India, with a population of nearby a billion ,not even a million have access to the Internet. E-commerce is carried out largely through credit cards, which are not commonplace in India.

Why Do People Buy 'Online'?

1. **Lower Price :** Typically less staff are required to manage an online shop as web-based management systems enable owners to automate inventory management and warehousing is not necessarily required.
2. **Accessibility and Convenience:** Unlike many offline stores, consumers **can access e-commerce websites 24 hours a day**, those living in more remote areas are able to order from their home at a touch of a button, saving them time travelling to a shopping centre.
3. **Wider Choice:** For the past twenty years, the growth of online shopping has to a large extent been based around increased choice. With an almost endless choice of brands and products to choose from, consumers are **not limited by the availability of specific products** in their local town, city or country. **Items can be sourced and shipped globally**

Objective of e-commerce

- The main objectives are involved an attempt to determine the current awareness and alert in the particular area in ecommerce like security issues, Screening, Recommended payment method, Internal order cancellations.
- Profit maximization is the core aim of any organization whether it is a physical business place or the one that runs online. Some organizations even aim to survive with just less or no profit at all. Breakeven, one method of surviving is to focus on breaking even over a certain period.
- Also there are some businesses that only tend to focus on selling (sales maximization) as more products as possible in order to expansion in their business.

Vision

1. To meet the altering & challenging needs of society in the field of E-commerce Online transactions by innovation, problem solving, eradicating threats
2. To STOP victimizing the innocent.
3. To promote the e-commerce making it Safe and Secure.
4. people to carry e-commerce activities like online transactions, purchases, auctioning;
5. Safe and secure solution solutions in the payment method.
6. Simple and easy flow chart for Internal order cancellation to Companies. Our driving vision is a networked world in which software and systems can be understood far better and faster is possible today.

Mission

To create and distribute knowledge through research, creative inquiry and learning to make our contribution to the society to eradicate global cyber crime. This awareness can be increased through a series of seminars to make the common man in the society 'ALERT & AWARE' of issues of Cyber attacks and solutions thereof. And SAFE & SECURE transactions through online". To give best solutions to E-commerce domain companies in the area of different kinds of Screenings, safe and secure, trusted payment method, internal order cancellations for solving placed orders.

Advantages of E-commerce

1. E-commerce helps organizations to reduce the cost to create process, distribute.
2. E-commerce improves the brand image of the company.
3. E-commerce helps organizations to provide better customer service.
4. E-commerce helps to simplify the business processes and makes them faster and efficient.
5. E-commerce reduces the paper work.
6. E-commerce increases the productivity of organization.
7. It provides 24x7 support. Customers can enquire about a product or service and place orders anytime, anywhere from any location.
8. E-commerce application provides users with more options and quicker delivery of products.
9. E-commerce application provides users with more options to compare and select the cheaper and better options.

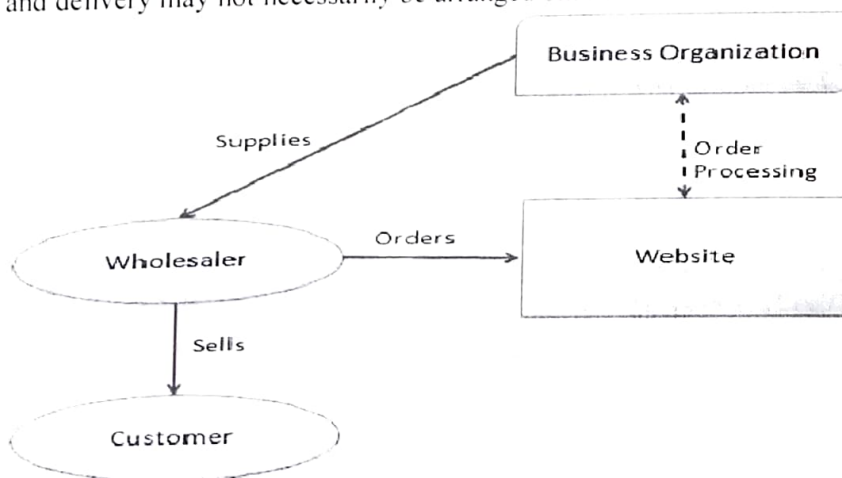
10. E-commerce provides options of virtual auctions E-Commerce increases the competition among organizations and as a result, organizations provides substantial discounts to customers.

Disadvantages Of E-Commerce :-

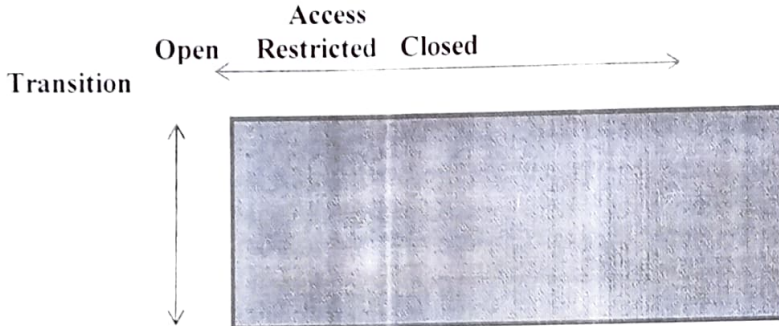
1. The software development industry is still evolving and keeps changing rapidly.
2. In many countries, network bandwidth might cause an issue.
3. Special types of web servers or other software might be required by the vendor, setting the e-commerce environment apart from network servers.
4. Sometimes, it becomes difficult to integrate an e-commerce software or website with existing applications or databases.
5. Security/ Privacy: It is difficult to ensure the security or privacy on online transactions.
6. Lack of touch or feel of products during online shopping is a drawback.
7. E-commerce applications are still evolving and changing rapidly.
8. Internet access is still not cheaper and is inconvenient to use for many potential customers, for example, those living in remote villages.

Business to Business E –commerce.

Business-to-business (B2B) e-commerce has been welcomed as a means of increasing the firms, smaller firms, to global markets. In the initial surge of enthusiasm for e-commerce, it was suggested that disintermediation (buyers and sellers cutting out intermediaries and trading directly with one another) would provide considerable gains to producers. It is now widely accepted that intermediaries will continue to thrive in the Internet era, and recent reports from international agencies concerned with e-commerce in developing countries have emphasised their role (see, for example, UNCTAD 2000). However, analyses of the potential and importance of B2B e-commerce continue to focus on one particular type: many buyers and many sellers coming together in marketplaces where they can obtain sufficient information to make decisions about whether to buy or sell a product, even though payment and delivery may not necessarily be arranged online.



B2B e-commerce marketplaces structures



E-marketplaces vary according to whether or not participants are able to make decisions about whether to buy or sell based on the information provided by the e-marketplace. This is the variable shown on the vertical axis in Figure 1. At one extreme, some online auctions take place in real time, as in the case of pefa. Buyers make decisions about whether to buy or sell largely or exclusively based on the information provided by the marketplace. In the case of auctions, the marketplace also discovers the price. In other cases, such as online catalogues, the buyer accepts or rejects the price offered by the seller. Payment may also be made through the site, although this will frequently involve other agents, such as banks or credit agencies. At the other extreme, there are marketplaces that could be described as "dating agencies". They provide limited information about product and companies. Firms interested in following up a lead provided by the marketplace then contact the company concerned. This contact might be through the company's website or by e-mail, or through traditional means, such as fax, telephone or letter. The horizontal axis in Figure 1 refers to the openness of access to the marketplace. At one extreme, access may be open to many buyers and sellers. For example, it may be possible for anyone to attempt to buy and sell products in a marketplace as long as they complete a simple registration procedure. Access to marketplaces may become more restricted as the requirements for registration become more complex. Marketplaces may require participants to provide proof of their status as potential traders, such as credit references, evidence of trading history, indications of product availability or bank guarantees. In this case, participation is restricted in practice, although any firm that can satisfy the specified conditions can join the marketplace. In contrast to this, there are sites where participation is effectively closed. This is clearly the case with private marketplaces, and it also appears to be the basis for inclusion in industry-sponsored marketplaces such as Coveting

Conclusion

It has been argued in this paper that search costs, co-ordination costs and the costs associated with dealing with the threat of opportunism will have a considerable influence in shaping the nature of B2B e-commerce applications. The point is not simply that e-commerce is particularly suited to certain types of products, but rather that radically different ways of organising e-commerce transactions are developing and response the different transactional challenges posed by different types of value chain..



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